

United Arab Emirates Jobs Expertini®

Business Development Jobs In Dubai | Strategic Marketing & Exhibitions

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Company: Strategic Marketing & Exhibitions

Location: dubai

Category: other-general

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Exceptionally good candidates might be offered permanent positions by the company, depending upon several factors such as performance of the Intern, vacant position during the time of completion, required skills etc.

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Responsibilities

Identifying, contacting and networking with potential contributors & entities.

Conduct research to identify potential exhibitors and delegates for our exhibitions.

Utilize various online platforms, industry directories, and databases to gather contact information.

Create and maintain a database of leads and contacts.

Initiate outbound calls and emails to prospective clients

Provide support to the sales team by scheduling appointments and follow-up meetings with potential clients.

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Requirement

Strong communication skills, both written and verbal.

Proactive and self-motivated with a keen interest in sales and lead generation.

Excellent research and organizational skills.

Ability to work independently and as part of a team.

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